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# **Virginia Economic Development Partnership**

## Expenditure Report

### June 30, 2025

**VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP**  
**Expenditure Report**  
**For the Fiscal Year Ended June 30, 2025**

**TOTAL VEDP**

**Expenditures**

Compensation	\$ 33,762,000
Lead Generation, Trade Program Services, and Website	\$ 7,398,196
Missions, Shows, and Events	\$ 2,562,570
Travel	\$ 1,423,957
Services	\$ 4,250,650
Supplies and Materials	\$ 639,583
Pass Through Payments	\$ 3,056,538
Fixed Asset Payments	\$ 2,068,808
Other Expenditures	<u>\$ 983,328</u>
<b>Total Expenditures</b>	<b><u><u>\$ 56,145,630</u></u></b>

**VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP**  
**Expenditure Report**  
**For the Fiscal Year Ended June 30, 2025**

**REGIONAL TALENT SOLUTIONS AND BUSINESS OUTREACH**

**Expenditures**

Compensation	\$ 1,448,661
Lead Generation, Trade Program Services, and Website	-
Missions, Shows, and Events	2,550
Travel	57,884
Services	117,508
Supplies and Materials	1,933
Pass Through Payments	-
Fixed Asset Payments	52,965
Other Expenditures	<u>30,553</u>
<b>Total Expenditures</b>	<b><u><u>\$ 1,712,056</u></u></b>

**VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP**  
**Expenditure Report**  
**For the Fiscal Year Ended June 30, 2025**

**VIRGINIA OFFICE OF EDUCATION ECONOMICS**

**Expenditures**

Compensation	\$ 761,439
Lead Generation, Trade Program Services, and Website	-
Missions, Shows, and Events	-
Travel	3,318
Services	757,661
Supplies and Materials	1,096
Pass Through Payments	-
Fixed Asset Payments	80,208
Other Expenditures	<u>8,918</u>
<b>Total Expenditures</b>	<b><u><u>\$ 1,612,640</u></u></b>

**VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP**  
**Expenditure Report**  
**For the Fiscal Year Ended June 30, 2025**

**VIRGINIA TALENT ACCELERATOR PROGRAM**

**Expenditures**

Compensation	\$ 5,830,381
Lead Generation, Trade Program Services, and Website	843,858
Missions, Shows, and Events	5,439
Travel	142,102
Services	1,310,120
Supplies and Materials	40,241
Pass Through Payments	-
Fixed Asset Payments	431,260
Other Expenditures	<u>103,277</u>
<b>Total Expenditures</b>	<b><u><u>\$ 8,706,679</u></u></b>

**VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP**  
**Expenditure Report**  
**For the Fiscal Year Ended June 30, 2025**

**INTERNATIONAL TRADE**

**Expenditures**

Compensation	\$ 4,819,593
Lead Generation, Trade Program Services, and Website	3,957,350
Missions, Shows, and Events	1,925,993
Travel	262,519
Services	405,711
Supplies and Materials	18,228
Pass Through Payments	-
Fixed Asset Payments	293,064
Other Expenditures	<u>255,446</u>
<b>Total Expenditures</b>	<b><u><u>\$ 11,937,904</u></u></b>

**VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP**  
**Expenditure Report**  
**For the Fiscal Year Ended June 30, 2025**

**BUSINESS INVESTMENT**

**Expenditures**

Compensation	\$ 4,661,732
Lead Generation, Trade Program Services, and Website	408,802
Missions, Shows, and Events	231,144
Travel	537,449
Services	150,982
Supplies and Materials	126,159
Pass Through Payments	-
Fixed Asset Payments	303,090
Other Expenditures	<u>100,446</u>
<b>Total Expenditures</b>	<b><u><u>\$ 6,519,804</u></u></b>

**VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP**  
**Expenditure Report**  
**For the Fiscal Year Ended June 30, 2025**

**LEAD GENERATION SECTOR TEAMS**

**Expenditures**

Compensation	\$ 3,065,893
Lead Generation, Trade Program Services, and Website	1,203
Missions, Shows, and Events	86,735
Travel	212,649
Services	50,134
Supplies and Materials	55,304
Pass Through Payments	-
Fixed Asset Payments	12,035
Other Expenditures	<u>82,542</u>
<b>Total Expenditures</b>	<b><u><u>\$ 3,566,495</u></u></b>



**VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP**  
**Expenditure Report**  
**For the Fiscal Year Ended June 30, 2025**

**RESEARCH**

**Expenditures**

Compensation	\$ 3,024,293
Lead Generation, Trade Program Services, and Website	-
Missions, Shows, and Events	1,899
Travel	27,904
Services	187,655
Supplies and Materials	11,150
Pass Through Payments	-
Fixed Asset Payments	151,963
Other Expenditures	<u>54,997</u>
<b>Total Expenditures</b>	<b><u><u>\$ 3,459,861</u></u></b>

**VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP**  
**Expenditure Report**  
**For the Fiscal Year Ended June 30, 2025**

**MARKETING AND COMMUNICATIONS**

**Expenditures**

Compensation	\$ 1,861,181
Lead Generation, Trade Program Services, and Website	2,138,073
Missions, Shows, and Events	232,399
Travel	46,480
Services	92,959
Supplies and Materials	49,921
Pass Through Payments	-
Fixed Asset Payments	185,919
Other Expenditures	<u>41,052</u>
<b>Total Expenditures</b>	<b><u><u>\$ 4,647,984</u></u></b>

**VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP**  
**Expenditure Report**  
**For the Fiscal Year Ended June 30, 2025**

**ECONOMIC COMPETITIVENESS**

**Expenditures**

Compensation	\$ 1,243,888
Lead Generation, Trade Program Services, and Website	-
Missions, Shows, and Events	12,061
Travel	14,741
Services	36,955
Supplies and Materials	524
Pass Through Payments	-
Fixed Asset Payments	89,050
Other Expenditures	<u>24,412</u>
<b>Total Expenditures</b>	<b><u><u>\$ 1,421,631</u></u></b>

**VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP**  
**Expenditure Report**  
**For the Fiscal Year Ended June 30, 2025**

**REAL ESTATE SOLUTIONS**

**Expenditures**

Compensation	\$ 931,338
Lead Generation, Trade Program Services, and Website	-
Missions, Shows, and Events	1,663
Travel	23,728
Services	521,054
Supplies and Materials	1,869
Pass Through Payments	-
Fixed Asset Payments	76,267
Other Expenditures	<u>23,665</u>
<b>Total Expenditures</b>	<b><u><u>\$ 1,579,584</u></u></b>

**VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP**  
**Expenditure Report**  
**For the Fiscal Year Ended June 30, 2025**

**INFORMATION TECHNOLOGY**

**Expenditures**

Compensation	\$ 1,050,952
Lead Generation, Trade Program Services, and Website	-
Missions, Shows, and Events	-
Travel	8,147
Services	98,657
Supplies and Materials	98,757
Pass Through Payments	-
Fixed Asset Payments	196,814
Other Expenditures	<u>16,443</u>
<b>Total Expenditures</b>	<b><u><u>\$ 1,469,770</u></u></b>

**VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP**  
**Expenditure Report**  
**For the Fiscal Year Ended June 30, 2025**

**INCENTIVES**

**Expenditures**

Compensation	\$ 866,415
Lead Generation, Trade Program Services, and Website	-
Missions, Shows, and Events	-
Travel	4,872
Services	36,388
Supplies and Materials	1,692
Pass Through Payments	-
Fixed Asset Payments	52,840
Other Expenditures	<u>16,575</u>
<b>Total Expenditures</b>	<b><u><u>\$ 978,782</u></u></b>

**VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP**  
**Expenditure Report**  
**For the Fiscal Year Ended June 30, 2025**

**ADMINISTRATION**

**Expenditures**

Compensation	\$ 4,196,234
Lead Generation, Trade Program Services, and Website	48,910
Missions, Shows, and Events	62,686
Travel	82,164
Services	484,866
Supplies and Materials	232,708
Pass Through Payments	-
Fixed Asset Payments	143,332
Other Expenditures	<u>225,002</u>
<b>Total Expenditures</b>	<b><u><u>\$ 5,475,902</u></u></b>

**VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP**  
**Expenditure Report**  
**For the Fiscal Year Ended June 30, 2025**

**PASS THROUGH PAYMENTS**

**Expenditures**

Compensation	\$	-
Lead Generation, Trade Program Services, and Website		-
Missions, Shows, and Events		-
Travel		-
Services		-
Supplies and Materials		-
Pass Through Payments		3,056,538
Fixed Asset Payments		-
Other Expenditures		-
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<b>Total Expenditures</b>	<b>\$</b>	<b><u><u>3,056,538</u></u></b>



## All Salaried and Wage Personnel

Position Title	Salaries & Wages Paid	Partial Year	FY 2025 Pay For Performance	FY2025 Total Paid
Vice President, Foreign Direct Investment	254,660.74		16,427.17	271,087.91
Senior VP International Trade & Chief Administrative Officer	228,961.89		39,726.60	268,688.49
Sr. Economic Research Analyst	79,524.64		3,191.38	82,716.02
Vice President External Affairs	7,081.25	*	109.59	7,190.84
Senior Accountant	34,932.56	*	-	34,932.56
Procurement Manager	87,537.35		6,356.36	93,893.71
Events Manager Marketing & Communications	46,797.41	*	2,391.61	49,189.02
Network Engineer	97,417.86		3,459.44	100,877.30
Business Manager	108,285.19		8,622.25	116,907.44
Analyst, Real Estate Solutions	7,903.68	*	-	7,903.68
Vice President, Manufacturing Division	206,257.66		25,090.00	231,347.66
Instructional Designer	116,230.32		3,433.38	119,663.70
Video Producer	87,654.03	*	-	87,654.03
Senior VP Business Investment	245,762.98		30,681.84	276,444.82
Sr. Communications Manager	12,445.38	*	-	12,445.38
Videographer/Editor	95,678.33		3,433.39	99,111.72
Vice President of Marketing & Communications	200,557.88		25,008.25	225,566.13
Executive Administrative Coordinator	73,107.19		3,095.24	76,202.43
Assistant VP International Trade	149,536.77		14,240.25	163,777.02
Talent Acquisition Manager	90,845.90		29,730.25	120,576.15
Intern	600.00	*	-	600.00
Director, Software and Cyber Security	116,518.92		13,762.50	130,281.42
Vice President, Organizational Development	182,244.00		29,730.25	211,974.25
Assistant to the Vice President	44,205.24	*	-	44,205.24
Research Analyst	65,767.73		2,981.08	68,748.81
Instructional Designer	93,883.29		3,406.49	97,289.78
Senior Business Manager	130,841.91		13,460.18	144,302.09
Facilities and Fleet Coordinator	67,033.61		3,004.25	70,037.86
Intern	960.00	*	-	960.00
Executive Assistant	75,284.07		3,127.85	78,411.92
Associate Brand Manager	62,068.96		3,132.50	65,201.46
Director, Business & Financial Services	123,754.50		13,854.00	137,608.50
Research Systems Analyst	68,192.33		3,021.61	71,213.94
Executive Assistant	72,534.60		4,275.56	76,810.16
International Program Coordinator	58,242.62		3,849.75	62,092.37
Assistant Vice President, Manufacturing Sector Team	144,566.86		14,235.00	158,801.86
Executive Vice President	16,540.68	*	-	16,540.68
Business Manager	105,707.01		8,346.63	114,053.64
Associate Business Manager	30,331.08	*	3,301.71	33,632.79
Network Manager	128,911.10		3,931.25	132,842.35
Assistant General Counsel	170,481.32		4,554.03	175,035.35
Economic Competitiveness Manager	110,244.59		5,651.60	115,896.19
Senior Economic Research Analyst	78,893.61		3,181.93	82,075.54
Business Manager	105,707.01		7,408.63	113,115.64
Business Presentation Specialist	60,075.00		2,900.00	62,975.00
Assistant to the Vice President	82,532.00		5,736.43	88,268.43
Instructional Designer	93,883.29		3,406.49	97,289.78
Business Analyst	50,858.75		2,494.04	53,352.79
Director of Strategic Initiatives	57,318.45	*	8,211.63	65,530.08
Business Manager	86,023.73	*	6,402.52	92,426.25
Vice President of Human Resources	165,033.68		4,573.91	169,607.59
Business Manager	87,659.52		8,313.25	95,972.77
Graphic Designer and Illustrator	71,004.08		3,063.73	74,067.81
Managing Director	146,126.67		24,189.16	170,315.83
Chief of Staff	46,619.12	*	-	46,619.12
Receptionist	49,501.80		2,741.60	52,243.40
International Trade Manager	109,482.25		9,133.18	118,615.43
Associate Business Manager	80,440.43		6,205.10	86,645.53
Brand Associate	73,549.77		2,920.28	76,470.05
Incentive Manager	87,659.52		3,313.25	90,972.77
Senior Vice President of Policy and Strategic Partnerships	217,456.14		27,875.00	245,331.14
International Trade Manager	108,242.17		6,621.61	114,863.78
IT Support Technician	67,079.28		3,504.25	70,583.53
Talent Solutions Business Manager	94,242.30		7,411.87	101,654.17
International Trade Manager	109,014.98		6,633.18	115,648.16
VP Real Estate Solutions	191,951.98		19,866.76	211,818.74
Lead Developer	127,570.44		3,911.18	131,481.62
Director of Financial Analysis	105,260.00		3,575.00	108,835.00

## All Salaried and Wage Personnel

Position Title	Salaries & Wages Paid	Partial Year	FY 2025 Pay For Performance	FY2025 Total Paid
Associate Manager	32,338.42	*	3,185.82	35,524.24
President and CEO	460,171.28		298,193.49	758,364.77
Marketing Director	104,512.55	*	-	104,512.55
Director of Compliance	108,071.14		3,615.81	111,686.95
Director of Business Investment	111,567.33		10,807.50	122,374.83
Business Manager	115,341.68		13,800.00	129,141.68
VALET Program Specialist	72,582.13		4,087.37	76,669.50
Economic Competitiveness Manager	104,627.76		3,563.69	108,191.45
Performance Management Specialist	18,689.08	*	460.27	19,149.35
Director, Bipharmaceuticals	120,970.14		8,862.29	129,832.43
Instructional Design Project Manager	115,926.97		3,736.73	119,663.70
IT Analyst	67,916.95		3,017.48	70,934.43
Talent Solutions Senior Business Manager	100,510.52		6,755.78	107,266.30
Managing Director	146,099.04		24,188.75	170,287.79
Executive Assistant	51,384.56	*	2,546.75	53,931.31
Business Manager	91,674.45		7,373.40	99,047.85
Senior Developer	107,159.86		3,605.39	110,765.25
Cartographer	64,213.81		2,957.90	67,171.71
VP Business Investment	244,530.00		30,663.37	275,193.37
Managing Director of Communications	125,745.87	*	3,906.16	129,652.03
Controller	162,363.02		4,432.40	166,795.42
Associate, Economic Competitiveness	87,007.82		3,303.49	90,311.31
Innovation Director	116,821.66	*	12,987.53	129,809.19
Senior VP Talent Solutions	225,278.85		50,374.96	275,653.81
Reporting and Data Analyst	71,903.53	*	3,077.21	74,980.74
Client Communications Analyst	65,291.09		2,968.66	68,259.75
Research & Data Analyst	64,199.20	*	2,810.10	67,009.30
Senior Communications Manager	18,610.66	*	-	18,610.66
Organization Development Consulting Manager	101,999.49		3,575.00	105,574.49
Marketing Director	83,855.30		3,303.07	87,158.37
Events Director	96,701.79		4,460.57	101,162.36
Supply Chain Optimization Program Specialist	22,735.34	*	-	22,735.34
VP Research	196,602.65		19,645.36	216,248.01
Senior Vice President, Talent and Workforce Strategy	50,633.04	*	421.92	51,054.96
Director, Salesforce	159,849.48		4,394.75	164,244.23
Organization Development Consulting Manager	58,099.01	*	2,723.97	60,822.98
Intern	960.00	*	-	960.00
Director, Mega Projects	120,660.64		16,307.65	136,968.29
IT Support Technician	66,664.51		3,504.25	70,168.76
Intern	1,245.00	*	-	1,245.00
Intern	4,704.75	*	-	4,704.75
Learning & Development Manager	78,804.95		3,350.00	82,154.95
Business Analyst	71,530.34		4,071.62	75,601.96
Video Producer	96,088.43		3,433.38	99,521.81
Salesforce Analyst	11,269.49	*	-	11,269.49
Vice President Information Technology	165,006.08		4,472.00	169,478.08
Executive Assistant	67,306.23		4,004.25	71,310.48
Talent Acquisition Analytics Manager	90,846.99		3,355.19	94,202.18
Business Manager, Business Investment	63,156.92	*	-	63,156.92
Vice President, Logistics	179,110.58		19,445.03	198,555.61
Business Outreach Manager	85,106.33		6,313.00	91,419.33
Business Manager, Manufacturing	43,330.08	*	4,214.71	47,544.79
GMP Instructional Designer	93,764.82		3,404.72	97,169.54
Business Manager	105,707.01		8,225.63	113,932.64
SQL DBA/Developer	78,920.59	*	3,200.00	82,120.59
Attorney	59,745.87	*	4,086.99	63,832.86
Executive Assistant	58,126.53	*	3,113.12	61,239.65
Business Manager, Business & Financial Services	105,707.01		7,489.63	113,196.64
Business Manager	105,403.33		11,075.90	116,479.23
Senior Trade Mission Manager	102,399.52		5,534.08	107,933.60
Human Resources Generalist	53,647.03	*	101.82	53,748.85
Incentives Reporting Manager	77,019.26		3,146.71	80,165.97
Associate Brand Manager	12,162.00	*	-	12,162.00
Business Manager	99,405.86		7,489.23	106,895.09
Finance & Operations Manager	62,206.81		5,475.00	67,681.81
Communications Director	103,972.23		3,467.75	107,439.98
Learning Technology Project Manager	109,595.06		3,641.87	113,236.93
Business Coordinator	46,076.81	*	-	46,076.81

## All Salaried and Wage Personnel

Position Title	Salaries & Wages Paid	Partial Year	FY 2025 Pay For Performance	FY2025 Total Paid
Global Defense Program Manager	122,003.18		6,819.96	128,823.14
Analyst, Real Estate Solutions	51,326.88	*	2,615.65	53,942.53
Sites and Buildings Director	131,489.28		3,229.75	134,719.03
Client Communications Analyst	69,314.39		4,127.85	73,442.24
GIS Application Developer	105,680.04		3,598.44	109,278.48
Business Manager, Food & Beverage Manufacturing	110,139.88		11,262.50	121,402.38
Outreach Specialist	49,288.89		5,238.41	54,527.30
Internship Program Manager	11,186.15	*	-	11,186.15
Intern	3,210.00	*	-	3,210.00
Director of Incentive Programs	107,855.29		3,615.81	111,471.10
Senior Research Analyst	78,893.61		4,181.93	83,075.54
Associate Business Manager	1,884.54	*	-	1,884.54
VALET Program Manager	119,629.27		6,792.20	126,421.47
Associate Brand Manager	2,791.67	*	-	2,791.67
Business Data Compliance Coordinator	55,631.51		5,349.75	60,981.26
Intern	3,093.75	*	-	3,093.75
Instructional Designer	93,764.82		3,404.72	97,169.54
Business Manager, Manufacturing	16,346.02	*	345.21	16,691.23
Senior International Trade Manager	125,813.86		6,881.64	132,695.50
VP Talent Solutions	139,168.06		15,584.91	154,752.97
Sites & Buildings Specialist	82,086.00		3,229.75	85,315.75
Global Research Manager	101,614.94		5,522.32	107,137.26
Vice President, Strategic Projects & Lead Generation	182,671.03		19,778.68	202,449.71
VALET Program Manager	119,629.27		6,792.20	126,421.47
Intern	720.00	*	-	720.00
Managing Director	146,126.67		24,189.16	170,315.83
Business Manager	108,285.19		8,622.25	116,907.44
Grant Administrator	18,890.89	*	-	18,890.89
Brand Director	112,513.51		3,685.60	116,199.11
Video Producer	99,656.20		3,489.23	103,145.43
Intern	4,267.50	*	-	4,267.50
Human Resources Manager	108,760.48		3,624.50	112,384.98
Research Project Manager	95,954.37		5,956.14	101,910.51
Intern	3,078.75	*	-	3,078.75
Research Director	147,693.90	*	-	147,693.90
IT Manager	127,071.18		4,411.18	131,482.36
Business Manager	48,388.56	*	-	48,388.56
International Training Manager	85,205.09		5,276.48	90,481.57
Senior Data Manager	99,014.25		3,472.68	102,486.93
Business Support Manager	82,502.92		10,736.00	93,238.92
Sites & Buildings Manager	104,669.70		3,644.11	108,313.81
Economic Competitiveness Manager	110,244.59		5,151.60	115,396.19
Senior International Research Manager	101,506.34		5,550.66	107,057.00
Business Manager	87,659.52		8,313.25	95,972.77
Organizational Development Facilitator	31,981.28	*	2,042.12	34,023.40
Strategic Engagement Manager	76,533.14		5,658.75	82,191.89
Intern	1,185.00	*	-	1,185.00
Assistant Vice President, Knowledge Work	48,514.61	*	6,970.93	55,485.54
Transportation & Logistics Director	105,579.14	*	11,910.51	117,489.65
HR Coordinator	66,276.27		2,975.00	69,251.27
International Research Analyst	58,720.89		3,849.75	62,570.64
International Trade Manager	105,023.19		6,571.97	111,595.16
Senior Economic Competitiveness Analyst	73,449.51		3,098.95	76,548.46
Talent Acquisition Brand Manager	82,049.23		3,229.20	85,278.43
Instructional Design Associate	53,777.64		2,242.02	56,019.66
Senior 3D Modeler & Animator	87,256.29		3,307.21	90,563.50
Executive Assistant	42,647.49	*	2,282.33	44,929.82
Associate Marketing Manager	73,063.22		3,094.58	76,157.80
Business Manager	102,191.33		8,575.90	110,767.23
Assistant to the Vice President	81,733.72		4,224.48	85,958.20
Senior Analyst	92,944.92		3,392.43	96,337.35
Presentation & Content Manager	61,376.48		3,158.75	64,535.23
Intern	4,020.00	*	-	4,020.00
Senior Vice President of Policy and Strategic Partnerships	145,739.08	*	-	145,739.08
International Trade Manager, Northern Virginia Region	108,285.19		6,622.25	114,907.44
Senior Grants Manager	113,538.39		8,200.95	121,739.34
IT Compliance Manager	83,942.80		3,257.57	87,200.37
Deal Support Managing Director	113,441.54		3,699.50	117,141.04

## All Salaried and Wage Personnel

Position Title	Salaries & Wages Paid	Partial Year	FY 2025 Pay For Performance	FY2025 Total Paid
Senior Outreach Specialist	61,004.11		17,924.57	78,928.68
Grant Administrator	25,119.07	*	-	25,119.07
Managing Director	140,297.67		24,097.95	164,395.62
Intern	1,185.00	*	-	1,185.00
Senior Supply Chain Program Manager	120,281.20		6,801.97	127,083.17
Senior Salesforce Business Analyst	106,738.38		3,599.08	110,337.46
Managing Director	146,706.51		4,197.85	150,904.36
Managing Director	141,801.99		9,124.37	150,926.36
Supply Chain Program Specialist	29,254.20	*	2,315.76	31,569.96
Senior Analyst	36,141.19	*	-	36,141.19
Accountant	75,693.39		3,129.33	78,822.72
Chief of Staff	59,322.00	*	7,045.48	66,367.48
Intern	1,200.00	*	-	1,200.00
Intern	1,065.00	*	-	1,065.00
Events Manager	68,584.23		3,158.29	71,742.52
Administrative Assistant	35,674.73		1,776.37	37,451.10
Intern	960.00	*	-	960.00
Business Manager	102,719.36		6,788.87	109,508.23
Associate Brand Manager	12,970.28	*	-	12,970.28
Lead Cartographer	88,690.64		3,728.70	92,419.34
Talent Acquisition Specialist	30,992.70	*	3,112.40	34,105.10
Project Analyst Manager	82,618.50		3,237.73	85,856.23
Executive Vice President	285,122.16		83,500.00	368,622.16
Research Analyst	63,424.30		2,950.18	66,374.48
Senior International Research Analyst	69,096.34		4,035.15	73,131.49
Client Communications Director	103,726.22		6,053.95	109,780.17
Business Coordinator	60,770.19		5,410.41	66,180.60
Instructional Design Project Manager	115,926.97		3,736.73	119,663.70
VP Talent Solutions	166,234.97		15,740.41	181,975.38
Senior Graphic Designer and Illustrator	83,252.42		3,247.23	86,499.65
Senior Designer/Illustrator	85,622.98		3,282.74	88,905.72
Senior Business Manager	110,780.91		10,654.70	121,435.61
Intern	4,080.00	*	-	4,080.00
Analyst	58,445.96		2,870.00	61,315.96
Paralegal	91,747.96		7,119.13	98,867.09
Director	123,754.50		13,854.00	137,608.50
Executive Assistant	43,267.28	*	2,357.53	45,624.81
Intern	802.50	*	-	802.50
Video Producer	4,391.98	*	115.07	4,507.05
Talent Acquisition Specialist	43,260.00	*	-	43,260.00
Procurement and Finance Manager	93,883.29		3,406.49	97,289.78
Executive Administrator	90,762.99		3,359.75	94,122.74
Research and Data Analyst	70,638.63	*	3,019.45	73,658.08
Intern	3,461.25	*	-	3,461.25
Intern	1,200.00	*	-	1,200.00
Executive Assistant	76,458.23		3,207.93	79,666.16
Senior Analyst	28,218.75	*	1,892.12	30,110.87
General Counsel	194,835.48		4,918.88	199,754.36
International Trade Manager	100,983.67		6,512.86	107,496.53
VP Economic Competitiveness	143,405.81		4,085.75	147,491.56
International Trade Manager	127,168.44		6,905.15	134,073.59
Internship Program Manager	94,878.61		5,421.40	100,300.01
Intern	1,155.00	*	-	1,155.00
Managing Director	133,211.62		3,985.63	137,197.25
Knowledge Work Vice President	182,970.70		29,706.25	212,676.95
Senior Communications Manager	48,591.91	*	2,453.97	51,045.88
Managing Director of Partner Relations	115,710.70		13,733.49	129,444.19
Intern	1,313.25	*	-	1,313.25
Business Manager	108,609.17		8,592.25	117,201.42
Executive Assistant	59,767.00	*	2,776.03	62,543.03
Incentives	13,653.80	*	383.56	14,037.36
Instructional Designer	89,412.75		3,339.52	92,752.27
Managing Director	141,801.99		11,124.37	152,926.36
3D Modeler & Animator	84,153.06		3,260.72	87,413.78
Managing Director	146,099.04		24,188.75	170,287.79
International Trade Manager	108,242.17		6,621.61	114,863.78

All Salaried and Wage Personnel

Position Title	Salaries & Wages Paid	Partial Year	FY 2025 Pay For Performance	FY2025 Total Paid
* Partial Year indicates employees who were employed for less than 12 full months in the fiscal year.				
FY 2025 Totals	23,552,223.32		1,962,669.24	25,514,892.56